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Summary

10+ years’ experience in Supply Chain & lean Six Sigma (Production Planning, Raw Material planning, Procurement, Inventory Management, logistics shipping and custom clearance), OEM Manufacturing, Team management, commercial Contracts negotiation, supply chain management, merchandising management with a long record of success in diverse roles with (Different Cultures, Mindsets, Geographical Markets).

Experience

**AGTHIA PJSC (UAE & EGYPT)**

**Regional Procurement Manager (Capex, MRO & Logistics)** From December 2022 till Present

* Implement Supplier Relationship Management (SRM) Programs with key suppliers to foster innovation, track performance metrics and ensure ongoing continuous improvement.
* Advance AGTHIA Culture for the Sourcing and Procurement Profession through mentoring, coaching and training.
* Establishes and communicates Procurement Job performance standards and metric and work with team to identify training and development needs.
* Plans and gives direction to activities within own regions.
* Provides market information for decision taking.
* Contributes to maximizing global procurement goals for savings, efficiency and risk management.
* Define and execute the regional category Sourcing & Contracting strategy, plans and budget to identify and actively drive (continuous improvement) regional leverage opportunities across regions and Strategic Business Unit's (SBU)’s to optimize global value creation.
* Manage (Lead, develop and coach) the Sourcing & Contracting staff for the assigned category.
* Active engagement to understand stakeholder vision and objectives and derive strategic directives for procurement to develop regional category strategy in-line with business objectives by acting as a supply market expert.

**Achievements**

1. **Diesel savings**
   1. **Direct Filling ( 1Million AED/ Annum) with 14 % Discount than pump rate excluding VAT ( improving from 13% to 14%)**
   2. **On Site filling ( 1Million AED/Annum) with 30 fils Discount than pump rate excluding VAT ( improving from 24 fils to 30 fils)**
2. **Export to US savings ( 3 MM AED saving in Transportation cost)**
3. **Capex Projects savings**
   1. **Contracts negotiation for the whole project value**
   2. **Solar energy project savings (290 K saving per Year and 10 MM per whole project)**
   3. **Pallets new Mold implementation.**
4. **Ecolab project savings (200 K/ Annum) changing to IBC after using Jerry cans and Barrels plus all the equipment used is taken FOC (40 K Saving)**
5. **Warehousing rental savings**

**B. TECH**

**Senior Supply Chain Department Manager** from December 2021 till December 2022

**Commercial Department Procurement Manager** from April 2018 till December 2021

* Leading team of twelve subordinates varying from senior manager to supervisor for all dept sectors as logistics, planning, product management & procurement
* Increased the purchasing power by negotiating the contractual agreements for all the commercial Agencies brands (Ariston, Indesit, BRAUN, Babyliss, Miele & Ariete) which reflected as below:
  + Braun “the Purchasing values had increased from 2 MM USD to 12 MM USD and gained extra marketing support from supplier side.
  + Babyliss increased the Marketing support from 30 K to 200 K plus the supplier product support to 200 K per annum and the purchasing had increased from 900 K to 4 MM USD
* Succeeded to Acquire new Brands to the company portfolio as Nutribullet, simfer & Baumatic
* Building relationships within the company and with external parties, such as suppliers or distributors
* Directing Logistics (shipping & Clearance and registrations) by keeping detailed records, generating reports, and developing presentations to help management understand the logistics perspective
* Succeeded in managing the Inventory to maintain a healthy stock and focusing on optimizing the warehouse.
* Guiding the S&OP meetings for verifying the forecasted sales and Planned for the actual requirements needed on monthly basis
* Implemented the annual objectives, KPIs & Organization structures every year
* Creating strategies by analyzing information and processes and present their findings
* Help the company in identifying the problems as we develop, manufacture, store, and ship products
* Understanding of accounting, legal documents, and to build lasting relationships as they increase efficiency
* Collaborate with others from diverse backgrounds to identify problems and find solutions of supply chain, from product development to the shipment of finished items

**Achievements**

1. **ULTRA Production improvement:**

* Increasing the productivity of the manufacturing of ULTRA products on the production by calculating the lines output to be able to fit the demand requirements
* This improvement increased the compliance and the product availability from 33% to reach the 75% in the first 4 weeks then increased and stabilized at 95% in the coming months
* This impacted a decrease in the opportunity loss and elevated the GP% to be able to hit the needed target
* The annual loss prevention was decreased, and the profit increased from 13% to be 30% which is the target. (Which is equal to 6MM EGP)

1. **Cost Avoidance & and Savings:**

Negotiate to Deliver Estimate Full Year Total Savings Y20 Vs. Y19 FOB Cost & Cost Avoidance for New Items, which lead to cost savings in the current SKUs and cost avoidance in the new ranges as below:

* Total Cost avoidance: 2MM EURO
* Total Cost Savings: 300K EURO

**United Foods Industry (UFI) DEEMAH** July 2016 till April 2018

**Raw Material Procurement Category Manager**

* Providing leadership to purchasing organization on material management best practice, process improvement, and day to day execution of raw materials for the manufacturing operation, with a specific focus on international procurement
* Revising and setting the annual contracts of the year with the updated prices after negotiating with the supplier for getting the best buying prices
* Understanding of accounting, legal documents, and to build lasting relationships as they increase efficiency
* Managing and optimizing purchasing activities and processes. An outstanding Purchasing Manager should have excellent leadership abilities and be able to negotiate the best possible deals with suppliers.
* Developing and implementing purchasing strategies.
* Managing daily purchasing activities, supervising staff, and allocating tasks.
* Managing supplier relations and negotiating contracts, prices, timelines, etc.
* Maintaining the supplier database, purchase records, and related documentation.
* Coordinating with inventory control to determine and manage inventory needs.
* Managing the maintenance of office/manufacturing equipment and machinery.
* Ensuring that all procured items meet the required quality standards and specifications.
* Preparing cost estimates and managing budgets.
* Working to improve purchasing systems and processes.
* Training new employees in the purchasing process and how to use the purchasing system.

**Achievements**

* Revising the Recipe of all the products
* Removing all the duplicated ingredients from all the recipes and substitute it with single ingredient that can perform the needed action either in taste or missing process. This action created a saving for 1.2MM per annum

**Coca-Cola Atlantic** November 2012 – July 2016

**Senior EEA Supply Chain Management**

* Ensuring that appropriate quantities of Raw materials & Packaging are planned, purchased, and delivered on time to meet the production schedule to fulfil demand
* Revising the Demand accuracy for not facing any out of stock or overt stock situation
* Ensuring that suppliers deliver the ordered materials accurately and on time
* Managing the inventory and coordinating supplier payments with Finance team regarding invoices
* Supervising the transportation & Clearance team for ensuring the delivery of Picking and receiving of the needed Raw & Packaging materials
* Managing the teams of Planning, Warehouse and Logistic by discussing the KPIs with the team and track their performance across the year

**Achievements**

**OTM (Oracle Transportation Management)**

Decreasing the communication cycle between concerned parties by Creating an SOP for transportation team for OTM troubleshooting to solve the issue faster and on the spot by creating a focal point for communication to prevent over processing and non-value-added communication.

**HUB Storage:**

HUB project is done to consolidate the needed materials from European suppliers in single storage and send it as FCL instead of LCL which save Money and Time (200,000 Dollars per year).

**Packaging Optimization project for enhancing the utilization on the production line:**

Implementing a new packaging optimization project for increasing the pack size from Jerry can (25 Kg) to IBC container (1000 Kg) which improved the below:

* Decreased the freight cost by shipping more quantities in a smaller number of containers
* Increased the utilization on the shop floor by decreasing the number of workers in this stage
* Increased the storage capacity by storing the one ton in a single storage location not in three storage location like the jerry cans were stored before
* Decreased the waste products by only destructing one IBC instead of forty jerry cans
* Enhancing the time for the batch production by saving the time required for emptying the jerry cans versus the time needed for IBC
* Decreases the motion by forklift which was decreased to be one time per ton versus three times earlier

**Increasing the packing line efficiency:**

Research is done to speed up the line of packaging regarding the materials used on it to try to use other solution to increase the efficiency of the line (using wax and glue instead of using plastic seal tapes.)

**Proctor & Gamble** February 2010 - November 2012

**Senior Site Integrated Planner (SIP planner)**

* Developing timely and accurate schedules for finished products and any other level of the supply network
* Planning operationally in the Planning Service Center (PSC) for short- and long-term planning
* Evaluating purchase orders to create suitable production schedules.
* Estimating the amount of material, equipment, and labor required for production.
* Promptly addressing and resolving production issues to minimize delays in production.
* Coordinating production operations in accordance with material, labor, and equipment availability.
* Recommending viable solutions to reduce production costs as well as improve production processes and product quality.
* Effecting changes to production schedules to ensure that production deadlines are met.
* Compiling status and performance reports and submitting them to management in a timely manner.
* Promptly informing the relevant departments of changes to current production schedules.

**Achievements**

* Changing the recipe for all the SKUs produced in the production lines for three plants in 3 days (4200 SKU) which helped in increasing the utilization of the production line and the number of change overs on the line.
* Creating new SOP for implementing the daily production plan in brief time comparing to the time was taken before in implementing it by removing all the non-value-added processes from the old implementation process.

**Wadi Holdings** July 2008 - January 2010

**Performance Improvement Specialist**

* Establishing and supervision of execution of main KPI’s for workers and employees in all companies
* Improvement of flow of work procedures in departments and improve the productivity of all sections and departments
* Eliminating the bottlenecks departments are facing and ability to resolve them with high productivity and less time
* Decreasing cycle time of processes and the defect rates
* Implementing lean processes

**Lacto Misr** September 2005 - July 2008

**Section Head of Dry Mixing & Packaging**

* Responsible for the operation of the Dry mixing and Packaging areas plus supervising and assuring that all operators are following the GMP regulations
* Operating and troubleshooting D.C.S and troubleshooting of all dry mixing and packaging machines

**Achievements**

1. Decreased the Mixer Filling process time from 45 minute per mix to 15 minute per mix by cancelling the Manual work and change it to automatic using the System which lead to the below savings:
   1. Time saving 30 min per batch
   2. Decrease the working process for a full batch from 3 days for only 8 hours.
   3. Increase the Utilization of the operators.
2. Implemented lean Six Sigma to eliminate the scarp yield high percentage in the tins during seaming and clinching steps during the filling and packaging process of the powder it saved 120 M pounds per year and lead to the below:
   1. Decrease the scrap yield of Tins
   2. Eliminate the rework done for the defected tins.
   3. Eliminated the rework time.

**Certificates**

* Certified Lean Six Sigma Black Belt, AUC, Cairo, Egypt
* Certified Six Sigma Green Belt, AUC- Cairo, Egypt
* Certified Six Sigma Orange belt, AUC- Cairo, Egypt
* Certified CPIM from Am Cham
* Certified in problem solving program
* Certified CSCP from Am Cham
* Leadership Management International from Paul J Meyer institute
* Negotiation Skills from Huthwaite Institute
* High Impact Presentation Skills from Dale Carnegie

**Education**

**October 6 University**

B.sc, Pharmaceutical Science, 1999 - 2004

**Computer Skills:**

1. Minitab 15.1.
2. Sigma XL.
3. MS Office (Word, Excel, Visio, MS Project and Power Point, VBA Excel, and macros).
4. SAP application as an expert key user.

**Languages:**

**Arabic (**Native**)**

**English (**Fluent**)**

**German (**Very good**)**

**Personal Information:**

**Military Service:** Exempted

**Marital Status:** Married

**Driving License:** Valid